

CONTRACT



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

And:

Adelstein/Liston
222 W. Ontario
Suite 600
Chicago, IL 60610

<u>Contract / Revision</u> 818179 /		<u>Alt Order #</u> 06306296
<u>Product</u> AFSCME (OH-16)		
<u>Contract Dates</u> 09/12/12 - 09/23/12		<u>Estimate #</u> 3220
<u>Advertiser</u> AFSCME		<u>Original Date / Revision</u> 09/24/12 / 09/24/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WOIO	<u>Account Executive</u> Jim Rapp	<u>Sales Office</u> Telerep-Chicago
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u> 8004	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
1	WOIO	09/12/12	09/14/12	Action News at 5a	5-6a		:30			NM	6	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-- WTF--				6	\$125.00			
2	WOIO	09/17/12	09/21/12	Action News at 5a	5-6a		:30			NM	8	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				8	\$125.00			
3	WOIO	09/12/12	09/14/12	Action News at 6a	6-7a		:30			NM	5	\$875.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-- WTF--				5	\$175.00			
4	WOIO	09/17/12	09/21/12	Action News at 6a	6-7a		:30			NM	8	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				8	\$175.00			
5	WOIO	09/12/12	09/14/12	The Early Show	7-9a		:30			NM	6	\$990.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-- WTF--				6	\$165.00			
6	WOIO	09/17/12	09/21/12	The Early Show	7-9a		:30			NM	13	\$2,145.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				13	\$165.00			
7	WOIO	09/15/12	09/22/12	Sat Early Show	9-11a		:30			NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----1-				1	\$250.00			
Week:		09/17/12	09/23/12	-----1-				1	\$250.00			
8	WOIO	09/16/12	09/23/12	CBS Sunday Morning	9-1030a		:30			NM	2	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----1				1	\$450.00			
Week:		09/17/12	09/23/12	-----1				1	\$450.00			
9	WOIO	09/12/12	09/14/12	Action News at 4p	4-5p		:30			NM	4	\$2,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-- WTF--				4	\$650.00			
10	WOIO	09/17/12	09/21/12	Action News at 4p	4-5p		:30			NM	3	\$1,950.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				3	\$650.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

<u>Contract / Revision</u> 818179 /		<u>Alt Order #</u> 06306296
<u>Contract Dates</u> 09/12/12 - 09/23/12	<u>Product</u> AFSCME (OH-16)	<u>Estimate #</u> 3220
<u>Advertiser</u> AFSCME		<u>Original Date / Revision</u> 09/24/12 / 09/24/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals	
											Spots	Amount
11	WOIO	09/12/12	09/14/12	Action News at 5p	5-6p		:30			NM	4	\$2,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				4	\$700.00			
12	WOIO	09/17/12	09/21/12	Action News at 5p	5-6p		:30			NM	3	\$2,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				3	\$700.00			
13	WOIO	09/12/12	09/14/12	Action News at 6p	6-630p		:30			NM	4	\$2,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				4	\$700.00			
14	WOIO	09/17/12	09/21/12	Action News at 6p	6-630p		:30			NM	4	\$2,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				4	\$700.00			
15	WOIO	09/17/12	09/21/12	M-F 7-730p	7-730p		:30			NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				1	\$4,500.00			
16	WOIO	09/17/12	09/21/12	M-F 730-8p	730-8p		:30			NM	1	\$5,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	MTWTF--				1	\$5,000.00			
17	WOIO	09/12/12	09/14/12	Action News at 7p	7-8p		:30			NM	3	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	--WTF--				3	\$500.00			
18	WOIO	09/17/12	09/17/12	Mon Hour 3	10-11P		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	1-----				1	\$3,000.00			
19	WOIO	09/18/12	09/18/12	Tue Hour 1	8-9P		:30			NM	1	\$3,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-1-----				1	\$3,500.00			
20	WOIO	09/18/12	09/18/12	9-10p	9-10p		:30			NM	1	\$3,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-1-----				1	\$3,250.00			
21	WOIO	09/19/12	09/19/12	Survivor Premiere	8-930p		:30			NM	1	\$6,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	--1----				1	\$6,500.00			
22	WOIO	09/13/12	09/13/12	Thur Hour 3	10-11p		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	---1---				1	\$3,000.00			
23	WOIO	09/21/12	09/21/12	Fri Hour 2	9-10p		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	----1--				1	\$3,000.00			
24	WOIO	09/21/12	09/21/12	Fri Hour 3	10-11p		:30			NM	1	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	----1--				1	\$3,200.00			
25	WOIO	09/16/12	09/23/12	Sun Hour 1	7-8p		:30			NM	1	\$3,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----1				1	\$3,500.00			
Week:		09/17/12	09/23/12	-----1				1	\$3,500.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	2	WOIO	09/17/12-09/23/12	Sun Hour 1	7-8p	-----Su	:30		\$3,500.00	NM		
	Credited											
E 26	WOIO	09/23/12	09/23/12	Sun Hour 3	9-10p		:30			NM	0	\$0.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

<u>Contract / Revision</u> 818179 /		<u>Alt Order #</u> 06306296
<u>Contract Dates</u> 09/12/12 - 09/23/12	<u>Product</u> AFSCME (OH-16)	<u>Estimate #</u> 3220
<u>Advertiser</u> AFSCME		<u>Original Date / Revision</u> 09/24/12 / 09/24/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Totals		
											Spots	Amount	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/17/12	09/23/12	-----1				1	\$3,500.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>			
	1	WOIO	09/17/12-09/23/12	Sun Hour 3	9-10p	-----Su	:30		\$3,500.00	NM			
	Credited												
27	WOIO	09/12/12	09/14/12	Action News at 11p	11-1135p		:30			NM	3	\$3,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/10/12	09/16/12	--WTF--				3	\$1,000.00				
28	WOIO	09/17/12	09/21/12	Action News at 11p	11-1135p		:30			NM	5	\$5,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/17/12	09/23/12	MTWTF--				5	\$1,000.00				
29	WOIO	09/15/12	09/15/12	11p-1205a	11p-1205a		:30			NM	1	\$750.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/10/12	09/16/12	-----1-				1	\$750.00				
30	WOIO	09/16/12	09/23/12	Lt Su Action News at 11p	1130p-1230a		:30			NM	2	\$1,550.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/10/12	09/16/12	-----1				1	\$775.00				
Week:		09/17/12	09/23/12	-----1				1	\$775.00				
31	WOIO	09/12/12	09/14/12	David Letterman	1135p-1238a		:30			NM	3	\$1,500.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/10/12	09/16/12	--WTF--				3	\$500.00				
32	WOIO	09/17/12	09/21/12	David Letterman	1135p-1238a		:30			NM	5	\$2,500.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/17/12	09/23/12	MTWTF--				5	\$500.00				
33	WOIO	09/17/12	09/21/12	Price is Right	11a-12p		:30			NM	1	\$525.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/17/12	09/23/12	MTWTF--				4	\$525.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>			
	2	WOIO	09/17/12-09/23/12	Price is Right	11a-12p	MTuWThF----	:30		\$525.00	NM			
	Credited												
	3	WOIO	09/17/12-09/23/12	Price is Right	11a-12p	MTuWThF----	:30		\$525.00	NM			
	Credited												
	4	WOIO	09/17/12-09/23/12	Price is Right	11a-12p	MTuWThF----	:30		\$525.00	NM			
	Credited												
34	WOIO	09/12/12	09/14/12	Action News at Noon	12-1230p		:30			NM	3	\$1,425.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/10/12	09/16/12	--WTF--				3	\$475.00				
35	WOIO	09/17/12	09/21/12	Action News at Noon	12-1230p		:30			NM	4	\$1,900.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/17/12	09/23/12	MTWTF--				4	\$475.00				
36	WOIO	09/12/12	09/14/12	CBS Soaps	1230-2p		:30			NM	1	\$600.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/10/12	09/16/12	--WTF--				1	\$600.00				
37	WOIO	09/17/12	09/21/12	CBS Soaps	1230-2p		:30			NM	1	\$600.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/17/12	09/23/12	MTWTF--				1	\$600.00				
38	WOIO	09/15/12	09/22/12	NCAA Football Reg Game 1	330p-7p		:30			NM	2	\$1,700.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/10/12	09/16/12	-----1-				1	\$850.00				
Week:		09/17/12	09/23/12	-----1-				1	\$850.00				

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

<u>Contract / Revision</u> 818179 /		<u>Alt Order #</u> 06306296
<u>Contract Dates</u> 09/12/12 - 09/23/12	<u>Product</u> AFSCME (OH-16)	<u>Estimate #</u> 3220
<u>Advertiser</u> AFSCME		<u>Original Date / Revision</u> 09/24/12 / 09/24/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals Spots Amount	
39	WOIO	09/16/12	09/23/12	Browns Football	1-4p		:30			NM	2	\$60,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----1				1	\$30,000.00			
Week:		09/17/12	09/23/12	-----1				1	\$30,000.00			
40	WOIO	09/16/12	09/23/12	AFC GAME 2	415p-7p		:30			NM	2	\$30,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----1				1	\$15,000.00			
Week:		09/17/12	09/23/12	-----1				1	\$15,000.00			
41	WOIO	09/22/12	09/22/12	Sat Hour 3	10-11p		:30			NM	1	\$2,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-----1-				1	\$2,750.00			
42	WOIO	09/16/12	09/23/12	NFL Today	12p-1p		:30			NM	2	\$8,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/10/12	09/16/12	-----1				1	\$4,000.00			
Week:		09/17/12	09/23/12	-----1				1	\$4,000.00			
43	WOIO	09/23/12	09/23/12	Sun Action News at 7a	7-9a		:30			NM	1	\$525.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-----S				1	\$525.00			
44	WOIO	09/23/12	09/23/12	Tailgate 19	11a-12p		:30			NM	2	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-----S				2	\$275.00			
45	WOIO	09/20/12	09/20/12	Thur Hour 2	9-10P		:30			NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	---T---				1	\$2,000.00			
46	WOIO	09/22/12	09/22/12	Sat Hour 3	10-11p		:30			NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/17/12	09/23/12	-----S-				1	\$2,000.00			
Totals											128	\$190,435.00

Time Period	# of Spots	Gross Amount	Net Amount
08/27/12 - 09/23/12	128	\$190,435.00	\$161,869.75
Totals	128	\$190,435.00	\$161,869.75

Signature: _____ **Date:** _____

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

This station does not discriminate in advertising contracts on the basis of race or ethnicity. Any provision in any order or agreement for advertising that purports to discriminate on the basis of race or ethnicity, even if handwritten, typed or otherwise made a part of a particular contract, is hereby rejected.